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CONTACT: DON PRICE

August 10, 1988

415-961-3300

Disaster Recovery Services (DRS) market in Western Europe is 60% untapped, and grows at an annual rate of 25%.

Mountain View, California. INPUT, an information services market research and consulting firm, predicts that the market for Disaster Recovery Services (DRS) in Western Europe is largely untapped at present. Clearly, only 40% of the market has been sold on the idea of disaster recovery services. This leaves a colossal 60% as *open season* for companies that understand the requirements and concerns of potential customers. Solution selling is the key in this extensive market.

INPUT's report on this subject, *Disaster Recovery in Western Europe*, estimates that the market is increasing in size by 25% per year, based on an annual average growth rate-1987-1992. Disaster recovery as a concept has been discussed in the computer industry for at least a decade. But a fresh view is beginning to blossom due to a general industry-wide move from old-fashioned batch processing to on-line transaction-driven systems. Several issues are involved in the move from batch to on-line, but the bottom-line result of this move is that fewer back-up sites are available when a disaster does occur. This lack of sites could cripple the

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processing functions of a business that does not make recovery provisions. Third-party maintenance providers stand to win a great deal of business for recovery services in Western Europe if they position themselves as solution sellers. Both hardware vendors that see a new emerging revenue stream in the customer service area, and independent service houses that see an opportunity to provide one or more services across a range of equipment types, are deeply interested in providing disaster recovery services.

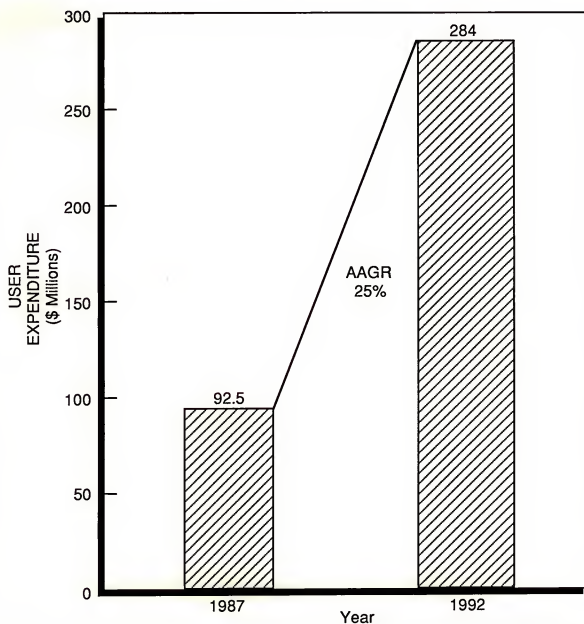
Lack of awareness and education about the impact of total system failure on a business are prime factors that must be addressed by vendors of services. By addressing these issues a service provider may participate in a market estimated by INPUT to exceed 280 million dollars by 1992.

INPUT is an international market research and consulting firm specializing in the information systems and services market. The report *Disaster Recovery in Western Europe* is a part of INPUT's European Customer Service Program and may be ordered through INPUT's headquarters office at 415-961-3300.

NOTE TO EDITORS: An editorial review copy of this report's executive overview is available on request.



WESTERN EUROPE DRS MARKET DEVELOPMENT



Source: INPUT



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CONTACT: JAN MCDANIEL

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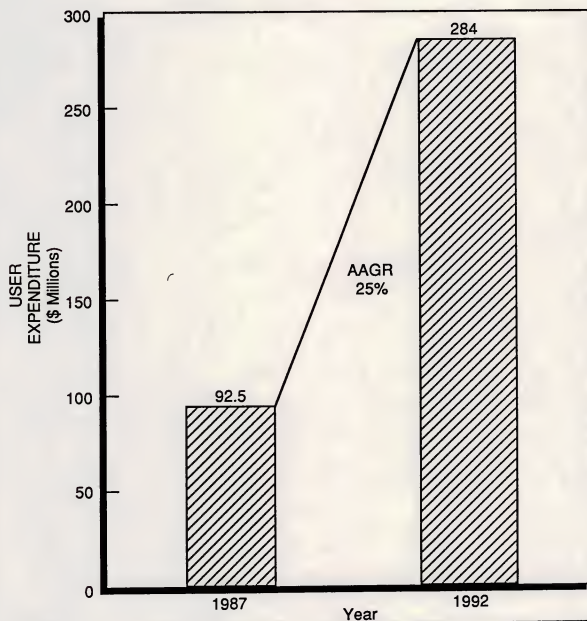
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WESTERN EUROPE DRS MARKET DEVELOPMENT



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CONTACT: DON PRICE

August 8, 1988

415-961-3300

Disaster Recovery Services (DRS) market in Western Europe is 60% untapped, and grows at an annual rate of 25%.

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The first of these is the fact that the human race is not a homogeneous mass, but is composed of many distinct groups, each with its own characteristics and history.

The second is the fact that the human race is not a static entity, but is constantly changing and evolving. This is due to the fact that the human race is subject to the same laws of natural selection and adaptation as the lower animals. The third is the fact that the human race is not a purely material entity, but is also a spiritual one. This is due to the fact that the human race is capable of thought, feeling, and imagination, and is therefore able to create a world of its own.

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THE UNIVERSITY OF CHICAGO
DIVISION OF THE PHYSICAL SCIENCES
DEPARTMENT OF CHEMISTRY
5708 SOUTH ELLIS AVENUE
CHICAGO, ILLINOIS 60637

TO THE EDITOR OF THE JOURNAL OF THE AMERICAN CHEMICAL SOCIETY
FROM THE DEPARTMENT OF CHEMISTRY
UNIVERSITY OF CHICAGO
CHICAGO, ILLINOIS 60637
U.S.A.

Enclosed for the JACS are two papers by
J. H. Goldstein and J. H. Goldstein, Jr.
The first paper is entitled "The
Structure of the Hydrocarbon
Molecules" and the second paper is
entitled "The Structure of the
Hydrocarbon Molecules".

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1. The first part of the report deals with the general situation of the country and the progress of the work during the year. It is a summary of the work done by the various departments and a statement of the results achieved. It is a general statement of the work done by the various departments and a statement of the results achieved.

2. The second part of the report deals with the work done by the various departments during the year. It is a detailed statement of the work done by the various departments and a statement of the results achieved.

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